

MP Region Meets Small Business Goals for Fiscal Year 2013 and Wins the Traveling Trophy

By Mike Rosenberger, Acting Regional Acquisition Manager
and Janet Sierzputowski, Public Affairs Specialist

Congratulations to the Mid-Pacific Region's Division of Acquisition Services for exceeding the Regional Small Business goals that were negotiated between the Department of the Interior and the U.S. Small Business Administration for fiscal year 2012/2013! This is an accomplishment to be proud of because the Department's goals are some of the highest in the federal government. For more on the goals established throughout the government, please visit the Federal Small Business Dashboard at <http://smallbusiness.data.gov/>.

This table shows MP's FY 2013 actual achievements compared to the goals. Each year, headquarters awards the Region(s) who met all the goals with the Department's "Traveling Trophy." The MP and Lower Colorado Regions both met their small business goals for FY 2013, and although MP had the highest percentage in all of Reclamation, we are sharing the trophy with LC.



Program	FY13 as of 9/20/2013	
MP Region	Actual	Goal
Small Business	65.16%	51.50%
Small Disadvantaged Business	55.24%	5.00%
Historically Under Utilized Business Zones	16.72%	3.00%
Women Owned Small Business	13.53%	5.00%
Service Disabled Veteran Owned Small Business	4.10%	3.00%
8(a) Disadvantaged Businesses	16.33%	N/A

Achieving our goals required team work and collaboration with the MP Construction Office, Program Coordination Office and the Division of Design and Construction, as well as our partners in the:

- Central Valley Project RAX program (extraordinary maintenance)
- Safety of Dams program
- San Luis Drainage program
- San Joaquin River Restoration Program.

Some of the notable awards made to small businesses were:

- \$3,286,000 to E.C. Smith, Inc. for Red Bluff Diversion Dam Decommissioning
- \$1,450,249 to B.C. Schmidt Construction for the New Melones Artifact building
- \$1,604,327 to Chenega Security and Support for NCAO Armed Security
- \$3,969,451 to TL Peterson Inc. for Lorenz Gulch Rehabilitation
- \$2,104,585 to Knight Const & Supply Inc. for Prosser Creek Dam Refurbishments
- \$45,719,235 to Suulutaaq, Inc. for Mormon Island Auxiliary Dam Overlay.

Our strategies to achieve these goals included working closely with MPCO and the program offices in identifying high-impact projects early on in the process for socio-economic categories that are traditionally hard to reach. Other strategies focused on educating our customers on the importance and priority of the small business programs, while providing tips on how to conduct marketing and outreach to socio-economic categories. While the goals for FY 2014 have yet to be announced, we will continue to expand and refine the strategies.